

# 100 BUSINESS LOTS AND RESIDENCE LOTS IN GLENDALE

"THE CITY OF OPPORTUNITIES"

## AT AUCTION THURSDAY, FEB. 15 AT 10 O'CLOCK

THE FIRST LOT SALE EVER HELD IN THIS SECTION, THE ONE OPPORTUNITY TO BUY BUSINESS PROPERTY IN GLENDALE—THE BEST LOTS, ADJACENT TO THE PARK, THE DEPOT, THE SCHOOL, THE CHURCHES AND THE CAR LINE.

Farmers, now is your chance to buy a home in town, where you have schools, High Schools, churches, and every convenience, and still be convenient to your ranches. The man that buys business property in Glendale now can spend his old age in comfort—live on the income from business blocks. What Glendale is now Phoenix was only a few years ago. Be wise, buy now.

TERMS: 20 per cent cash on day of sale, balance in 3 equal installments, payable in 6, 12 and 18 months. Interest 8 per cent on deferred payments; 2 per cent discount for all cash.

### 3---LOTS GIVEN AWAY---3

At this sale three lots will be given away absolutely free. 1st Prize—One choice lot will be given to the person buying the highest priced lot. 2nd.—One lot will be given free to the person buying the greatest number of lots. 3rd.—One lot will be given to the Woman's Club of Glendale absolutely free.

## WATCH GLENDALE GROW

Boost the sale that will give it the greatest advertising Glendale ever had, and be on hand when the "Band begins to play."

SALE CONDUCTED BY

### Arizona Auction and Development Company

B. W. GETSINGER, President and Auctioneer.

34 WEST ADAMS ST.

W. G. TOLLESON, Secretary and Treasurer.

### FIGURES SHOW EXPORTS HAVE DOUBLED IN VALUE WITHIN THE PAST TEN YEARS

WASHINGTON, Feb. 7.—The distribution to the world of the billion dollars worth of manufactures exported in the year just ended is the subject of much inquiry among the manufacturers of the United States. The bureau of statistics of the department of commerce and labor recently announced that the value of manufactures sent out of the country for the first time crossed the billion-dollar line, the total for the calendar year 1911 of merchandise sent to foreign countries and to Hawaii and Porto Rico having been 1,992 million dollars and that this total is practically double that of a decade ago.

These inquiries as to the destination of the billion dollars worth of manufactures sent out of the country and the various parts of the world in which this increase has occurred has led the bureau of statistics to the preparation of a statement showing the distribution, article

by article, to the various sections of the world, grouping these for convenience of the study according to grand divisions showing the value of exports to Europe, North America, South America, Asia, Africa, and Oceania respectively in 1911 and at the earlier period in which the total was but half that of today.

Comparing the exports of increased manufactures in 1911 with those of earlier years, the bureau finds that they have increased 109 per cent, or doubled in value since 1902, and therefore compares in detail the figures of 1911 with those of that year. It finds that in this nine years period in which the value of manufactures exported doubled, the increase, measured by percentages, is: to Asia 38%, to Africa 64%, to Europe 70%, to North America 18%, and to South America 248%. The actual gains are as follows: to Africa in 1902, 11 million dollars, in 1911 38 million, an increase of 7 million dollars; to Asia,

in 1902 44 million dollars, in 1911 69 million, an increase of 16 million to Oceania, in 1902 29 million, in 1911 57 million, an increase of 28 million dollars; to South America, in 1902 29 million, in 1911 94 million, an increase of 65 million dollars; to Europe, in 1902, 234 million, in 1911 297 million, an increase of 163 million dollars; and to North America, in 1902 109 million, in 1911, 291 million, an increase of 172 million dollars.

The share which manufactures formed of the total exports of domestic merchandise to the various grand divisions at the two periods named as follows: To Europe, in 1902 23 per cent, in 1911 30 per cent; to North America, in 1902 53 per cent, in 1911 61 per cent; to South America, in 1902 71 per cent, in 1911 86 per cent; to Asia, in 1902 49 per cent, in 1911, 71 per cent; to Africa, in 1902 32 per cent, in 1911, 75 per cent; and to Oceania in 1902, 85 per cent, in 1911, 86 per cent. Of the manufactures exported in the last fiscal year, 43 per cent went to Europe, 31 per cent to North America, 11 per cent to South America, 7 per cent to Asia, 6 per cent to Oceania and 2 per cent to Africa.

The growth and changes in distribution of our exports of manufactures during the last decade are well illustrated by comparative figures covering a few of the more important articles. Of iron and steel manufactures, for example, the exports to Europe in the fiscal year 1901 were 4 million, in 1911, 51 million dollars; to North America, in 1901, 4 million, in 1911, 167 million dollars, the growth in exports to Europe being slight, while those to North America more than doubled. To South America the figures for 1901 were 9 million, those for 1911, 30 million dollars; to Asia, 9 million in 1901, 18 million in 1911; to Oceania, 9 million in 1901, 19 million in 1911; and to Africa, 2 1-2 million in 1901, 5 1/2 million in 1911.

Our exports of copper and manufactures thereof are principally to Europe, the figures having grown from 41 million dollars in 1901 to 98 million in 1911, and representing in that year over 50 per cent of the total exports of that article.

Of refined mineral oil the exports to Europe increased from 41 million dollars in 1901 to 48 million in 1911; to Asia, the second largest market, from 12 million to 19 million, while to no other grand division were the figures for 1911 as much as 10 million dollars, South America, however, being credited with 9 1/2 million, against less than 5 million a decade earlier. Of leather and manufactures the exports to Europe increased from 21 million dollars in 1901 to 33 million in 1911; to North America, from 3 1-2 to 13 2-3 million; to South America, from a half million to 3 million; and Asia, from one-third million to 1 1/2 million.

Every part of the world is taking increased amounts of agricultural implements from the United States. To Europe the growth in the decade 1901-1911 was from 10 to 17 million dollars; to North America from 2 1/2 to 6 million; to South America, from 1 1/2 to 9 million; to Asia from 190 thousand to three-quarters of a million; to

Oceania, from one million to 1 1/2 million, and to Africa, from 1/2 million to 1 1/2 million dollars.

American cars and carriages, including automobiles, are also increasing in popularity abroad, the exports having nearly trebled in 10 years. Of the 39 1/2 million dollars worth exported in 1911, one half went to North America, 15 1/2 million, against 2 1/2 million in 1901; to South America, 5 million, against less than 1 million a decade earlier; and to Oceania, 3 million, against 1 2-3 in 1901.

**FLAGS FOR STATEHOOD DAY.**  
325 feet .....\$1.00 each  
428 feet .....\$1.25 each  
528 feet .....\$1.75 each  
Hinckley's Postoffice News Store,  
136 Central Avenue, North.

**WILL CUT DOCTORS' FEES.**  
Physicians Will Lose Millions Because of Vaccination in Typhoid.

It is now generally admitted by the medical profession that the most significant advance that preventive medicine has made in the last two years has been achieved by the practice of vaccination against typhoid fever, says the New York Times. It is compulsory in the regular army, and it is being adopted as a sanitary measure by the militia. The procedure has its enemies, notwithstanding its proved efficiency, and this has led to hints of graft in connection with its employment.

This graft talk has resulted in the compilation of some figures by the Journal of the American Medical Association, in which the subject is dealt with under the heading "The Profits of Vaccination." Estimating that militiamen can be vaccinated against typhoid at a cost of 12 1-2 cents per man, the statistician says:

"If the present claims regarding this method are correct, inoculation means immunity from typhoid, hence the more inoculation the less typhoid. This being the case, if every person in the United States were inoculated, typhoid fever would disappear. The charge is often made by those who oppose sanitary measures that physicians advocate vaccination on account of the graft there is in it."

"Let us suppose that typhoid vaccination should become general, that every person in the United States was vaccinated, and that as a result typhoid fever disappeared. Now would physicians gain? Let us see. In 1908 there were in the registration area 11,375 deaths from typhoid, or 25.3 per 100,000. Assuming that this ratio holds for the entire country, among the 91,109,447 inhabitants of the United States there would be about 23,960 deaths from typhoid.

"The mortality rate of typhoid varies from 12 to 30 per cent. One death out of every ten cases would be a conservative estimate. This would mean that there are about 239,000 cases of typhoid each year. If the average cost per case for medical services were \$50, the total yearly income to the medical profession would be \$11,950,000, or \$38.46 per

year for each of the 129,000 physicians in the United States.

"Now, if each man, woman and child were inoculated against typhoid, and if such inoculation were repeated every ten years, and if typhoid disappeared, each physician would lose \$38 per year, and the profession as a whole would be out \$11,500,000 per year, or \$115,000,000 in ten years.

"But—and here comes the graft—physicians would be paid for vaccinating the people. How much? If vaccination for typhoid becomes as common as vaccination for smallpox, and if physicians did as many free vaccinations as are now being done by school inspectors, health officers and others, they could not receive on an average more than 10 cents an individual for vaccination.

"Even if every man, woman and child were vaccinated, the income to physicians from vaccinating 91,109,447 people every ten years would only be \$9,110,944, or \$911,094 each year. This would be an average of \$7 per year for each physician. But he would lose \$38.46, his present average income from typhoid, so that his net loss through the introduction of vaccination would be \$31.46 per year, or \$314 in ten years, a total loss to the entire profession of \$10,589,800 a year, or \$105,898,000 every ten years.

"Is it any wonder that physicians are accused of graft when such glittering get-rich-quick prospects are spread before them? This would only duplicate the experience of the medical profession in the 100 years which have elapsed since Jenner's discovery. It is safe to say that had vaccination never been discovered physicians would today be raking \$1,000 a year for smallpox patients where now they make \$1 for vaccination. Yet the ignorant and thoughtless still talk about the graft of vaccination."

The Republican Want Ads pay.

#### EXPLAINED

"Heigho!" sighed Mrs. Stoutly. "You used to sit with your arm around my waist, John, but you never do it any more."

"I'm sorry, dear," replied Stoutly; "but there are some things that are beyond my reach"—Harper's Weekly.

Mr. Underwood is in Washington at work. The other candidates are out begging for votes. It looks as if

the voters are hunting Underwood.—Birmingham Ledger.

#### FOR SALE.

If you want light employment and to make a little money, why not buy a popcorn popper and peanut roaster and start a little business of your own? We can sell you a machine at a reasonable price. Call Monday morning, Hinckley's Postoffice News Store, 136 Central Avenue, North. It

The Republican Want Ads pay.

## NOTICE

**PROSPECTORS!**  
Come Get Sample Sacks Free Before Leaving for the Hills.  
**REX W. DUNLAP & CO.**  
Assayers  
18 North Second Avenue.

Now Open for the Winter Season

### The Hotel at Castle Hot Springs

Hot Springs, Arizona (Four Hours From Phoenix by Railway and Hotel Automobiles).

THE IDEAL WINTER RESORT OF AMERICA.

The waters are the most curative known; a specific for rheumatism, stomach trouble, nervousness. Delightful pools for open-air bathing. The hotel accommodations are first class in every way. Mountain trails, horseback riding, and many other outdoor diversions. Surroundings are always cheerful. There is none of the gloom of a sanitarium—it is simply a perfect hotel and a perfect resort for people who want to rest and enjoy life to the uttermost in Arizona's matchless sunshine. No tuberculosis cases received. For additional particulars address

THE HOTEL MANAGEMENT  
HOT SPRINGS, ARIZONA.

## Grand Canyon of Arizona

The weather is ideal now at the Canyon; no better time to see this greatest work of Nature. Just a night's ride from Phoenix; \$19.20 the round trip. Illustrated literature on request. Telephones: Main 108; Overland 453.



### The Arizona Life Insurance Company

Announces the opening of its new offices

Stockholders and friends cordially invited

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